Postcard notification covers Mitsubishi engine problem

Chrysler, FTC settle oil-filter case

By Helen Kahn
Washington Bureau Chief

WASHINGTON. A settlement between Chrysler Corp. and the FTC over bad information disseminated by the company on replacement oil filters allows Chrysler to send postcards to more than 700,000 owners of Mitsubishi vehicles and take ads in AUTOMOTIVE NEWS, but does not offer any redress to owners whose wrong filters may have caused engine damage amounting to as much as $500 each.

Cost to Chrysler is estimated at only $90,000. First-class mail would have cost an estimated $50,000 more.

The fine print of the order — but not the Chrysler news release — indicates a similar problem with Omnis and Horizons if consumers failed to heed the owners manuals.

The notification covers only Mitsubishi-built cars marketed by Chrysler. The problem arises not merely from aftermarket filters made by 16 non-OE makers but from early filters marketed by Chrysler Mopar itself and sent to dealers.

Moreover, separate statements by individual commissioners show disagreement about another "design" problem encountered by Chrysler when it introduced balancer chains to reduce engine vibration.

In Washington, there was speculation that the cost of the balancer-change recall fix would have been $7 million, and that Mitsubishi would have paid for it.

A Chrysler spokesman confirmed that the company indeed signed documents with FTC staff in which it agreed to recall and replace the balancer chains, but this was not carried over into the still-to-be-finalized consent agreement.

Most of the affected engines have already been fixed, he said. Without the fix, small, hard particles of lead from the gasoline were absorbed by the lubricating oil during the combustion process.

Finally, this settlement — which remains on the public record until Nov. 9, after which the FTC may accept or reject it — may not be the only one in the works.

In its Aug. 18, 1980, issue, AUTOMOTIVE NEWS reported similar investigations had spread to Volvo, Saab, Honda, Subaru, Volkswagen of America and General Motors. Since FTC investigations are secret until settled or litigated, no one knows whether the Chrysler settlement is unique or merely the first of a series.

• The FTC investigation revealed that oil filters which meet a hydrostatic burst strength of 200 PSI are not good enough for Omni/Horizon or for many Mitsubishi vehicles.

The oil filters must be strong enough to withstand pressure of at least 256 PSI for Mitsubishis and at least 290 PSI for Omni/Horizon.

But since owners of Omni/Horizon were informed via their manuals, the FTC order addresses only owners of 1971-1980 Mitsubishis with 1,600-cc engines and 1974-1980 Mitsubishis with 2,000-cc engines.

These include Dodge Colts, Colt hatchbacks, Challengers, and D-50 pickups as well as some Plymouth Arrows. Arrow pickups, Sapporos and Champs.

Because Chrysler failed to correct innaccurate data in a materials standard, it will have to inform 16 aftermarket makers of oil filters — including Ford Motor Co. and GM, which are suppliers — as well as advertise in six AUTOMOTIVE NEWS issues having service management sections, that correct and current data is available at a reasonable cost.

FTC was careful to note that Chrysler's problem is not a design one, but even though, the company recommended using a "high-quality filter only," it did not mention the pressure problem. A number of reputable orands failed to do the job and resulted in costly engine problems.

• Linda Dorian, deputy director of FTC's Bureau of Consumer Protection, described the agreement as providing relief for owners without having a major adverse impact on a financially troubled company.

But there was not total agreement within the FTC. Commissioners Paul Rand Dixon and Michael Pertschuk voted to accept the settlement for comment, but disagreed with the FTC's failure to require Chrysler to provide redress for another engine problem in certain Mitsubishis.

Because there are now only four commissioners — with Dixon set for retirement in September and replacement by James C. Miller — it is possible that questions may be raised about the agreement on oil filters and further questions raised about the balancer chains Chrysler has provided for some vehicles to reduce engine vibration.

Without the commissioners' statements, in fact, this vibration problem might not have become publicly known.

Pertschuk feels the FTC should have required Chrysler to pay its customers for early failure of the balancer chain, a $150 to $299 device to reduce engine wear.

It affected as many as 38,000 Colts and Arrows from the start of '76 models through the middle of the 1977 model year. Pertschuk said Chrysler failed to tell its customers of the problem after it learned about it.

• Pertschuk disagreed with his colleagues — Acting Chairman David Clanton and Commissioner Patricia Bailey -- because he feels Chrysler had a duty to disclose the problem even though it moved promptly to find a fix and found it several months later.

Chrysler changed the material

Continued on Page 50, Col. 1

Spying on a baby Mercedes

This bob-tailed Mercedes-Benz, caught during test runs in Germany by unofficial photographer, is not intended for production, but is a fully finished design study. The small Mercedes which will go into production is a notchback. Should Daimler-Benz reverse itself and decide to produce the version shown, it could not reach the market before 1985 at the earliest.

DeLorean jobs top 2,000 goal 4 years early

DUNMURRY, Northern Ireland. — Employment at the DeLorean Motor Cars, Ltd., sports-car plant here nosed past the 2,000 level last week, a company official said.

The 2,000-employe bench mark is important because the terms of the company's loan and grant agreements with Northern Ireland government agencies stipulate that 2,000 is the ultimate minimum employment goal.

Under the terms of the agreement, DMCL was to have reached the 2,000-employe mark by five years after the commencement of production. It has reached the goal more than four years ahead of schedule.

There are other employment minimum requirements which would trigger forfeitures of grants if not met. The company, however, has said it is likely to continue to meet or exceed all of the employment requirements.

Production rate at the plant was up to 55 units a day on one shift last week.

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57th year — No. 4879

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New aluminum V-8 for '82

Cadillac predicts 21 pct. sales gain

By Richard A. Wright
Assistant Managing Editor

LIVONIA, Mich. — A 21 percent increase in sales was predicted for Cadillac by General Manager Edward C. Kennard at the press introduction of the division's 1982 models and its new 4.1-liter aluminum V-8 engine.

Speaking at the plant in this Detroit suburb where the new engine is produced, Kennard estimated '81 model-year sales at 227,000.

"For the 1982 model year, we project that Cadillac will sell 275,000 cars," he said. Breakdown of that projection is standard Cadillac, 143,100; Eldorado, 55,300; Seville, 34,600, and Cimarron, 42,000.

"We base our forecasts on a belief that the U. S. economy will turn around for the better during the fourth quarter of the 1981 calendar year and will continue a steady upward climb through the balance of the 1982 model year," he said.

Also, Kennard said, the addition of the Cimarron will provide "non-traditional Cadillac prospects with the incentive to look at and buy a Cadillac for the first time."

In response to a question, Kennard said that all Cadillac dealers are now franchised to sell the Cimarron.

• Big news from Cadillac for 1982 is its new HT-4100 (for High Technology 4.1 liter) V-8 engine with aluminum block, free-standing iron cylinder sleeves and digital fuel injection which embodies a throttle-body fuel delivery system.

"In the functioning parts, where it needs to be tough, it's iron," Kennard said, "iron heads, iron sleeves, iron crankshaft.

"But in the non-functioning parts, what we have done is replace 200 pounds of bulk with about 20 pounds of aluminum, which gives us a much higher power-to-weight ratio."

Kennard noted that the size of Cadillac's V-8 engine has been sliced in half since 1976. That year, Cadillac had an 8.2-liter (500 inches) engine, this year a 4.1-liter (250 inches).

The engine is standard on all Cadillac models except limousines and the Cimarron. Limousines will continue to be powered by the 6.0-liter modulated displacement V-8-6-4 which was standard on all models last year except Seville. A diesel was standard on the '81 Seville.

• Asked why Cadillac dropped the V-8-6-4, around which controversy has been swirling of late, an engineer at the preview said it could not meet gas guzzler tax requirements.

"It could meet it last year with a combined MPG figure of 17, but this year the gas guzzler limit went to 18.5," he said. "The combined figure on the new 4.1-liter V-8 is about 20.5, so that gives us some breathing room."

The V-8-6-4 was retained for the limousines, however, because the 4.1 would not provide the power needed for the heavier vehicles.

Asked what effect the new Lincoln Continental might have on Seville sales, Kennard said it would probably help. "It shows acceptance of the Seville styling approach," he said.

More than one way to sell a Rolls-Royce

LONDON.—Rolls-Royce recently invited a group of enthusiasts to watch the firm's new models go through their paces at the British Motor Industry Research Assn.'s test grounds.

They were so impressed that they placed orders valued at $1.2 million for 12 Rolls-Royces and Bentleys.

Crain acquires London-based Rubber Journal

Crain Communications, Inc., and MacLaren Publishers, Ltd., London, have agreed in principle for Crain to acquire the publishing assets of European Rubber Journal from MacLaren for an undisclosed amount of cash.

Crain Communications is publisher of AUTOMOTIVE NEWS, Rubber & Plastic News and a group of other trade publications.

Subject to completion of the transaction, it is anticipated that Crain will publish its first issue of the Journal in October. The publication will celebrate its 100th anniversary next year.

Ernest H. Zielasko, editor and publisher of Rubber & Plastic News, will become publishing director of European Rubber Journal.

What about promise to work with Congress

Administration preps Clean Air bill

Continued from Page 1

improvement in the quality of the air that all Americans breathe," Gorsuch said at the time.

According to reliable sources, however, the Administration has been at work on a bill of its own since it took office with revisions being made on a near-weekly basis, with the only exception being the mobile source section where the Administration has opted to follow the auto industry's wish list and support an easing of the CO standard to 7 gpm; an easing of the NOx standard to 2 gpm mile, and a change in the HC standard to allow for the exclusion of non-reactive methane.

For heavy-duty engines, the draft would change the statutory NOx to what is achievable by diesels, which are harder to control for NOx. This is needed, it is said, because of the increasing fraction of diesels over gas-fueled HD trucks and buses.

The law would also be changed in the HD section to eliminate time restrictions for changing the HD engine standards so EPA could revise them when technological considerations warrant a change. EPA would also be able to change the duration of the HD standards from the current three-year fixed period. And the current four-year lead time would be changed to "adequate" lead time — presumably defined by EPA.

The high-altitude section of the law would be changed. The draft now would give EPA discretion to require that current high-altitude standards for autos (82-83) be continued through 84 and later models. This would be true for HC and CO but not for NOx, which would be 1.5— or the same level as for low-altitude cars.

This would allow manufacturers to remove expensive emission control equipment from all light-duty vehicles rather than only from low-altitude vehicles. In short, even high-altitude cars would not need three-way catalysts.

In another section of the law, the draft would allow — but not require — EPA to set up an in-use compliance program based on averaging of emissions from cars, light trucks and/or HD engines. (In a separate section dealing with state implementation plans for meeting air quality standards, no state or locality would be required to have inspection/maintenance programs.) This would allow EPA to start its bubble concept first on cars "where it is most workable and most needed." The draft does not revoke the existing certification program, assembly-line testing, penalties for non-conformance and recall authority, but those programs would not apply once a bubble became operational for a class of vehicles.

Under the draft proposals, EPA could check on standards compliance for HD engines and motorcycles by using the production-weighted average emissions without any reliance on in-use testing.

• The centerpiece of the auto-related draft provisions is the bubble or averaging allowed after a threefold findings: The economic impact; effects on air quality and effects on competition, "including the effects on manufacturers producing a limited number of models of vehicles or engines."

This last provision would allow Chrysler and certain importers to make their cars on how the bubble is to be defined.

EPA could define that bubble according to "classes or categories of vehicles or engines" and enable EPA to expand or reduce them. In other words, the bubble could be gas-fueled or diesel-fueled or both; it could be big cars and little cars; it could be a manufacturers' fleet as proposed by Volkswagen and General Motors, but opposed by Chrysler; it could even be by engine family — as they are now certified — although it is doubtful so many would be needed.

In addition, EPA could set a maximum emission level — a ceiling — for the bubble.

After setting up the bubble, EPA could levy fines against manufacturers whose vehicles exceeded average standards in use or at the end of the model year or an applicable ceiling. But the fees would be assessed no more often than once a year, so the company would have a year to improve its fleet average by modifying its in-use vehicles (by recall) or reducing emissions from future production.

The fees (In the draft, they are never called "fines" although that is what they are) would be set at a level "to remove any economic incentive to exceed standards."

• In addition to the "fees," emission debits would be charged against makers exceeding standards and these could be applied to future emissions or be eliminated by voluntary recalls.

Emission credits would also exist for those makers averaging emissions below standards and they could be carried forward (banked) or traded (sold). (Under the fuel economy law, manufacturers are allowed to carry forward and carry back credits but they cannot sell them.)

Under the draft proposals for Clean Air, EPA could limit the term for use of credits and it would register credits. But before taking this step, EPA would have to find that economic benefits outweigh the administrative costs and that these provisions would not have significant anticompetitive effects and would protect air quality.

In the current law, dealers have to furnish to buyers a certificate that the vehicles conform to applicable emission standards, but that is unforceable since failure to comply was omitted from the prohibited acts section. The draft would retain the dealer certification section and include it among the prohibited acts.

It is reasonable to expect NADA to oppose this since that certification is a mere formality meaning the dealer has not tampered with the system; otherwise, he has no way of knowing whether the vehicle complies or not.

At present, dealers, manufacturers, repair facilities, and fleet operators are liable for fines for removing or rendering inoperable vehicle emission controls. The draft proposals would prohibit the sale of devices used to circumvent emission controls where their use is reasonably forseeable.

Other proposed changes in the law would allow EPA administrative law judges to assess fines for violations of the law, thus eliminating the need for district court hearings and saving both time and money. This would also apply to dealer certifications and the sale of defeat devices.

EPA could require the manufacturers to provide data relevant to setting standards.

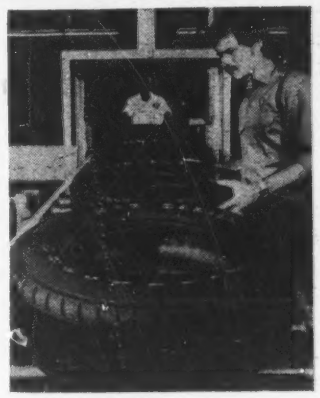
Other clarification of authority would be granted for violation about using improper fuels — nonleaded for leaded. The draft also proposes delaying the particulate study until 1984.

There are those who argue that if the auto industry gets everything it wants, U. S. automobiles will once again be free of catalysts and capable of running on leaded gasoline. Interestingly enough, the Reagan Administration recently recinded EPA rules aimed at phasing down the amount of lead in gasoline.

A complete acceptance of the auto industry's proposal would also comport with an earlier Administration idea to have two fleets of automobiles, one free of emission controls to operate in relatively clean areas and one with omission controls for those areas with dirty air.

The auto industry proposal would likely result in most, if not all cars being catalyst-free (certainly the smaller and lighter ones) but using electronics to burn fuel very efficiently, efficiently enough to get not only good fuel economy but (in the eyes of the auto industry) reasonable emission control.

Congress will begin consideration of the auto industry (Reagan Administration) proposal Sept. 14 and 15 in the House Health subcommittee.



New radial

Inspectors at Firestone's tire plant in Albany, Ga., check early production HPR radial tires, to be available in five sizes by late summer. The new tire has both steel and aramid in its tread belt.

Swedes take helm at Carolina HQ of Volvo White

Continued from Page 22

Europe, added investments in the U. S. provide us with a wide volume base and greater opportunity for further growth," Langenius said.

AB Volvo purchased White Motor's inventory and fixed assets relating to its truck business, including the assembly facilities at New River Valley; Ogden, Utah, and the fabricating facility of a subsidiary, Gemini Mfg. Corp., Orrville, O.

• Purchase price for those assets was $17 million in cash and $34.1 million in notes, both subject to post-closing adjustments.

For a cash payment of $17.8 million, Volvo also acquired other assets, consisting primarily of receivables, and assumed certain current White Motor liabilities.

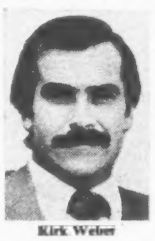
This part of the deal is subject to White Motor's obligation to repurchase receivables, at a later date, which are not collectible, and the Volvo payment also is subject to post-closing audit adjustments.

In addition, Volvo paid $1.5 million to White Motor for reimbursement of certain costs incurred by White, which has been operating for the last year under Chapter 11 of the U. S. Bankruptcy Code.

White Motor Credit Corp., a subsidiary also operating under Chapter 11, will continue to provide financing for Volvo White's dealer organization and their customers.

Weber is named to sales position

Kirk Weber has joined AUTOMOTIVE NEWS and AUTOWEEK as a sales representative and will be based in a newly opened Cleveland office.



Kirk Weber

He will cover Ohio, and West Virginia, along with portions of Tennessee and Kentucky, and will have certain agency responsibilities in Detroit.

Weber formerly was a regional manager for Penton/IPC, Inc., and a district sales manager for Chilton Co.

Judge rules two provisions of smog decree can lapse

By Helen Kahn
Washington Bureau Chief

WASHINGTON —Federal District Judge Jesse Curtis has allowed two provisions of the "smog conspiracy" consent decree to lapse because of a stipulation filed by Antitrust Chief William Baxter, the four domestic auto companies and MVMA.

In the Carter Administration, NHTSA and EPA had recommended the continuation until 1989 of the ban on cooperative pollution control research and restrictions on joint safety filings.

These provisions involve the exchange of restricted data on how to control auto emissions and ban the joint filing—through an association or otherwise—of positions on safety matters to a regulatory agency.

The Center for Auto Safety called the government's change in position a "clear betrayal of the public trust" and is raising serious questions about the legality of the action.

At Baxter's first press conference, he indicated he might let the litigation run its course before taking a position. But President Reagan on May 5 asked the Justice Department to assess the question.

Last April 23, the Ninth Circuit Court remanded the question of extension of the two key provisions to the lower court with lengthy instructions on how to come to a defensible decision including how to determine the effect on competition of the restrictions. This was after the Administration indicated its intentions of letting them drop.

The 10-year consent decree resulted from allegations that General Motors, Ford, Chrysler and American Motors and their association conspired to delay the installation of emission control technology on California cars in the 1960s.

Judge Curtis first extended the provisions. Then Ford Motor Co. claimed it was being injured by latitudes granted by the Justice Department to AMC (to have emissions testing done by GM) and by those given to Chrysler (for help on the passive belt requirement from GM).

Ford moved to drop the two provisions of the consent decree and Curtis reversed himself.

But the Justice Department challenged Curtis' decision in favor of Ford, and the Ninth Circuit then reversed and remanded the lower court decision once again to Curtis. He had not yet acted when the Justice Department — in line with the thinking of the Reagan Administration—got together with the auto industry and withdrew its opposition to letting the two provisions drop.

The rest of the consent decree, some of it dealing with cross-licensing agreements, remains in effect in perpetuity.

Service Index shows good gain

Continued from Page 1

creased 9.0 percent over the year-earlier volume.

Figures used in the Service Index are averages compiled from reports on shop operations from a cross-section of the nation's new-car dealers.

Service and parts business in the January-July period amounted to 105.4 percent of the volume done in the same period of 1980.

Gross profit and sales of all parts and accessories were up an identical 9.6 percent for January-July, while shop parts sales increased 5.7 percent of the same year-earlier period.

Labor sales increased 3.0 percent, and repair orders written declined 3.4 percent.

SERVICE INDEX 109.8*

	July, '81 vs. July, '80	7 mos., '81 vs. 7 mos., '80
Gross Profit on All Labor and P&A Sales	+16.6%	− 9.6%
Repair Orders Written	− 4.7%	− 3.4%
Total Labor Sales (Customer & Warranty	+ 9.0%	− 3.0%
Shop Parts Sales (Customer & Warranty)	+10.2%	+ 5.7%
Sales of All P&A	+14.6%	+ 9.6%

*—Survey by Automotive News shows that dealers' service and parts business in July, 1981, was 109.8 percent of business in July, 1980. Service business in the seven months of 1981 was 105.4 percent of business in the corresponding period in 1980.

Developed by small engineering firm

New automatic excites Europe

By Richard Feast
European Editor

A small, unknown engineering company in England has set the European bus industry on its ear.

It has designed a new type of automatic transmission which it claims is lighter, more economical, simpler, smoother and offers vastly improved serviceability.

"People keep saying to us that it's so simple it's amazing no one has thought of it before," comments the man who designed it, Peter Windsor-Smith.

The company is Maxwell Bus Transmissions, of Loughborough, run by Windsor-Smith and Raymond Tailby. Neither will say so, but it is clear that the bus application is simply the first of a family that could find widespread use in many other commercial vehicle fields.

The Maxwell does away with a torque converter. Instead, it is a multi-layshaft design, the first production model having four layshafts grouped around the input shaft. Multi-plate pneumatic clutches (one per layshaft) select transmission ratios under the control of a selector switch acting through a Lucas-CAV electronic control unit and an electro-pneumatic valve supplied with compressed air.

The control unit includes a retarder function provided by simultaneous partial engagement of the first and second gear clutches when the vehicle is in third or fourth gear.

As all gears are engaged, the unit changes clutch rather than changes gear.

The complete gearbox, with its all-aluminum housing, weighs 319 pounds less than the leading equivalent automatic transmission pack. It is also considerably smaller.

But Maxwell believes the real bonus is servicing. It is an area which is causing tremendous down-time for operators.

• London Transport, which operates 2,400 buses, reckons a gearbox subjected to constant stop-start operation, needs a gearbox overhaul in less than a year.

But because of the complexity of the units currently in use, a strip down lasts several days and costs more than $2,000. Neither is it a job which most passenger transport authorities will tackle. The unit usually has to go back to the makers.

By contrast, Maxwell estimates that almost anyone can change all clutches in around 20 minutes.

The clutches are mounted at the outer ends of the layshafts furthest from the engine. Each clutch has a quickly removeable cover. When this is removed the clutch can be withdrawn from the splined shaft and replaced within minutes.

Furthermore, the very simplicity of the Maxwell opens vast sales potential in Third World countries which would not normally contemplate using an automatic. Maxwell will also offer a semi-automatic without the electronic selector.

By way of example, Ray Tailby reports that Malaysian authorities had rejected automatics in favor of manual gearboxes. "But after examing the Maxwell fitted to a Dennis chassis, they decided they could use it and are even asking for a license to manufacture."

• It was this sort of example which convinced Maxwell of the potential sales and licensing. It has rapidly revised its expectations upwards.

"We have learned that Voith makes 4,000 bus-type transmissions a year of this type. But if they can't sell into markets like Malaysia and we can, it must be the same for other Third World countries," speculates Tailby.

Thus Maxwell sees a potential market far in excess of the 80 or so a week made by J.M. Voith GmbH, the respected West German maker which dominates the European scene.

At present Maxwell is geared up to produce 30 a week from its 20-man workforce and buying in components from subcontractors. That could supply domestic demand, but beyond that it is negotiating licenses and sales "with major gearbox makers in many countries of the world," comments a cautious Windsor-Smith.

The Maxwell's simplicity means that the company could be in a position to dictate market prices because it will be cheaper to manufacture.

Neither would any potential licensee need lots of sophisticated manufacturing equipment.

"Someone in, say, Brazil with a machine shop, the gear cutting facility and other tools could be in business for less than $200,000, maybe $150,000," Windsor-Smith estimates.

• Maxwell has also taken a cautious look at the U. S., where it believes its gearbox shows considerable advantages — not the least in fuel consumption — over widely-used two-speed automatics.

Its concept has been patented in the UK, Europe (including Spain), Japan, Taiwan, Brazil, South Africa, Canada and the U. S.

"We think it's cost us a lot, but to a company like GM it must be peanuts," said Windsor-Smith on the patenting.

In fact, the project has been financed almost entirely by the work undertaken by the parent Maxwell Engineering company. The exception has been a grant of 25 percent towards the cost of six prototypes by the Department of Industry.

Nor is the company short of capital, which is not always the case with projects that explore new ground. Windsor-Smith says: "Companies have been approaching us, offering us deferred credit, because they want to be involved. One has to ask why substantial companies want to get involved with a small one like ours — it's because they understand and can see the potential."

• In the workshops, just delivered, was a brand new Volvo chassis waiting for conversion sent by the company after officials had seen and ridden in a prototype.

But it is not just original equipment Maxwell is looking at. It believes there will be a very healthy business in retrofitting existing fleets with its own units.

Peter Windsor-Smith is modest about his invention. "Yes, we feel it's a breakthrough, but all we've done is shuffle around existing technology. It might have been a little more satisfying to have done something more sophisticated," he said.

It is all a far cry from the time when Windsor-Smith made his name as chief designer for the Coventry Climax engine company.

In those days, in the late '50s and early '60s, Coventry Climax V-8 engines won four Formula I World championships in seven years of Grand Prix motor racing. At the time it was the most successful GP engine in history — a position since taken by the Cosworth-Ford.

When Coventry Climax withdrew from racing in 1965—its exciting 1½-liter flat-16 unraced — Windsor-Smith became chief engineer for the Daimler bus division.

Jaguar had taken control of Coventry Climax and Daimler, but was itself part of what is now BL. After the group decided to concentrate on bus production at Leyland in the early '70s, Windsor-Smith has been a consultant engineer.

It was a time which gave him the opportunity to nurse a pet project — to design an automatic bus transmission without the basic problems and inefficiencies.

Making the most of that wedding

With the Royal wedding interest reaching fever pitch in the UK, an automobile promotion was a natural. One of the garages in the large Heron Motor Group offered a limited Vauxhall Astra known as the CD—for Charles and Diana.

REGISTRATIONS OVERSEAS

WEST GERMANY

Cars

	6 mos., 1981	6 mos., 1980
Alfa Romeo	7,203	8,683
BL	3,348	3,414
BMW	70,501	81,138
Daihatsu	4,848	1,869
Datsun	22,825	24,288
Fiat Auto	52,286	49,928
Ford	171,778	151,905
General Motors	218,508	240,842
Honda	19,822	24,015
Lada	3,623	3,431
Mazda	24,792	23,769
Mercedes-Benz	128,654	131,209
Mitsubishi	227,944	19,045
Nuova Innocenti	909	1,281
Peugeot SA	58,765	70,608
Porsche	5,871	6,211
Renualt	58,386	67,888
Saab	1,643	1,411
Skoda	977	1,215
Subaru	795	.....
Suzuki	4,026	1,693
Toyota	30,252	30,738
VAG	402,705	444,851
Audi	90,838	133,106
Volkswagen	311,867	311,745
Volvo	7,809	9,704
Others	1,792	1,832
Total	1,330,060	1,400,968

JAPAN

Cars

	5 mos., 1981	5 mos., 1980
Daihatsu	35,549	42,486
Fuji	24,593	30,471
Honda	69,143	66,994
Isuzu	25,552	27,526
Mitsubishi	105,960	104,750
Nissan	326,603	353,000
Suzuki	25,593	29,085
Toyo Kogyo	89,848	78,962
Toyota	446,607	445,760
Imports	16,623	20,401
Total	1,666,071	1,199,435

Trucks, buses

Daihatsu	91,231	74,375
Fuji	56,479	45,822
Hino	17,428	22,980
Honda	56,313	39,272
Isuzu	56,142	62,811
Mitsubishi	116,550	123,478
Nissan	150,767	144,504
Nissan Diesel	9,178	11,980
Suzuki	135,955	108,729
Toyo Kogyo	72,417	88,734
Toyota	179,517	198,123
Total	941,972	920,808
Total vehicles	2,108,048	2,120,243

UNITED KINGDOM

Cars

	7 mos., 1981	7 mos., 1980
Alfa Romeo	3,863	5,453
BL Cars	169,722	162,380
BMW	9,438	7,352
Colt	6,897	5,413
Diahatsu	1,349	682
Datsun	52,297	51,743
Fiat Auto	31,338	29,504
Ford	260,091	295,298
General Motors	73,603	83,480
Honda	8,875	14,098
Jeep	48	75
Lada	6,991	7,714
Lotus	136	225
Mazda	10,589	7,210
Mercedes-Benz	5,934	5,111
Panther	25	60
Peugeot SA	68,003	86,688
Polski-Fiat	1,067	2,480
Reliant	217	400
Renault	41,294	55,723
Rolls-Royce	789	838
Saab	5,335	4,451
Skoka	4,390	4,576
Subaru	1,609	1,316
Toyota	11,794	19,496
VAG	43,515	36,811
Volvo	23,290	21,382
Others	3,558	2,375
Total	846,057	912,334

Trucks, buses

BL	23,775	35,099
Daf	814	1,190
Daihatsu	1,452	1,386
Datsun	3,692	4,412
ERF	660	1,598
Fiat Auto	1,625	1,079
Foden	336	788
Ford	38,895	56,655
General Motors	18,714	25,312
Hestair-Dennis	297	296
Honda	1,960	2,018
IVECO	852	1,777
Jeep	69	77
MAN-VW	2,481	3,506
Mazda	2,035	978
Mercedes-Benz	2,902	3,365
Mitsubishi	1,128	406
Peugeot SA	8,381	11,048
Polski-Fiat	149	382
Renault	1,453	1,335
Scandia	487	736
Seddan-Atkinson	1,145	2,183
Subaru	839	502
Toyota	2,803	3,326
VAG	2,846	4,202
Volvo	1,544	2,430
Others	2,298	1,857
Total	123,588	167,978
Total vehicles	969,645	1,080,312

HOLLAND

Cars

	6 mos., 1981	6 mos., 1980
Alfa Romeo	2,588	3,067
BL	4,270	5,421
BMW	7,034	7,132
Daihatsu	1,214	1,326
Datsun	12,114	14,034
Fiat Auto	10,315	11,681
Ford	26,329	28,569
General Motors	34,458	46,047
Honda	12,192	15,645
Hyundai	1,422	715
Lada	3,675	3,743
Mazda	12,157	10,408
Mercedes-Benz	5,177	6,072
Mitsubishi	12,652	12,359
Peugeot SA	32,887	39,236
Porsche	120	192
Renault	20,811	26,092
Saab	2,077	1,666
Skoda	219	389
Subaru	814	438
Suzuki	1,353	396
Toyota	12,350	17,030
VAG	24,540	25,362
Volvo	10,204	11,988
Zastava	329	402
Others	210	402
Total	251,588	290,017

SWEDEN

Cars

	7 mos., 1981	7 mos., 1980
Alfa Romeo	290	282
BL	38	188
BMW	1,675	1,519
Daihatsu	518	433
Datsun	2,592	2,939
Fiat	2,049	3,245
Ford	12,487	9,885
General Motors	9,882	11,479
Honda	2,234	2,772
Mazda	5,380	4,172
Mercedes-Benz	3,112	3,592
Mitsubish	1,070	.....
Peugeot SA	3,911	5,137
Renault	1,672	2,925
Saab	13,880	15,142
Skoda	175	140
Toyota	3,254	4,895
VAG	13,027	13,515
Vaz (Lada)	1,757	1,665
Volvo	27,623	30,553
Others	82	82
Total	106,708	114,563

SWITERLAND

Cars

	6 months 1981	6 months 1980
Alfa Romeo	4,885	4,997
Audi	4,906	5,888
BL Cars	1,509	1,938
BMW	6,589	6,543
Citroen	7,300	8,155
Datsun	10,542	5,749
Fiat	12,399	11,249
Ford	14,977	12,941
Honda	5,600	5,221
Lancia	2,925	2,228
Mazda	9,037	6,475
Mercedes-Benz	2,272	2,404
Mitsubishi	3,933	3,615
Opel	17,147	16,648
Peugeot	6,394	7,712
Renault	12,790	14,505
Saab	1,042	703
Subaru	5,008	2,892
Suzuki	1,112	0
Talbot	3,716	4,791
Toyota	10,323	10,447
Volkswagen	15,973	17,647
Volvo	3,712	3,763
Others	1,321	1,448
Total	167,071	159,791

For medium, high-volume dealers

AWC unveils new sales program

LOS ANGELES. — American Warranty Corp. (AWC) has introduced a new program for medium to high-volume dealers that is designed to increase the dealer's profits on the sale of service contracts.

Called Profit Plus, the program offers dealers who sell more than 20 AWC contracts a month a new net rate schedule, plus the opportunity of earning additional money long after the sale is made.

Under the new program, when a service contract is sold, according to AWC, a portion of the revenue from that sale is placed in a reserve account to cover any claims which may be made against the contract. These funds are collected by AWC and forwarded to its parent company, United Equitable Corp., for investment.

Dealers who sell up to 20 contracts a month receive 25 percent of the income accrued on the investments, and dealers who sell more than 40 contracts receive 50 percent.

At the end of the contract period, 100 percent of the funds remaining in the claims reserve account, less claims costs, are returned.

In addition, dealers are provided with semi-annual accounting of their credited investment income, according to AWC.

Jere Maudsley, AWC president, said the "Profit Plus program can make a real difference in the bottom line earnings of most dealerships."

"AWC has maintained its leadership position in the extended service contract industry by continually improving the quality of service and programs it provides its dealers," he said. "With our new Profits Plus program, we are offering something compatible with today's economy that can help bring the dealer additional profit at a time when it is most needed."

The Profit Plus program has other advantages for the dealer, Maudsley said.

In addition to setting highly competitive net rates which allow the dealer to individually establish the retail price of the contract, Maudsley said AWC has also introduced a method of providing the customer with an official contract document at the dealership.

"We feel it will be a lot easier for everyone if the contract can be handed directly to the customer at the time of purchase," Maudsley said. "Paperwork is eliminated at the dealership and the customer can be clearly shown what is and what isn't covered right away.

"Our new net rates, which we set after actuarial studies on each car, are now broken down into six broad categories, allowing easier access to the proper rate by the salesman or finance- and insurance person," he said. "In the past, we had long lists of rates for various car models. Now, we have eliminated this and made procedure a lot simpler."

• AWC has also introduced new coverage in its Preferred Plus Program.

Prefered Plus covers all of the major components included in the standard AWC service contract plus the newest electronic and highly technical components built into many current-model cars, including such items as fuel injection metering pumps, module computers and electronic ignition parts, according to Maudsley.

AWC's standard program covers all major drivetrain components including engine, manual or automatic transmissions, axle assembly, front suspension, steering, air conditioning, brakes, electrical, seals and gaskets.

Either plan may be purchased on a five year/50,000 mile basis or a three year/unliimted mileage basis.

Used car sales
Auction Averages

September to date	$4,642
Month ago	$4,835
Year ago	$3,649

Model breakdown
Auction Averages

	SEPTEMBER TO DATE	AUGUST	JULY
1981	$8,772	$8,434	$7,619
1980	6,039	6,130	6,008
1979	5,135	5,122	5,000
1978	4,044	4,031	3,872
1977	3,139	3,160	3,142
1976	2,395	2,413	2,291
1975	1,570	1,567	1,686
1974	1,240	1,248	1,314
Overall Average	$4,642	$4,546	$4,398

50 years' service

Albert Suttle, right, owner of Master Chevrolet Sales, Inc., Petersburg, Va., receives Chevrolet's 50-year dealer award plaque from Robt. L. Albinson, Chevrolet's Richmond zone manager.

factories list auction dates

Chrysler Corp.

Sept. 8—Arena Auto Auction, Chicago.

Sept. 11—Concord Auto Auction, Acton, Mass.

used-car auction directory

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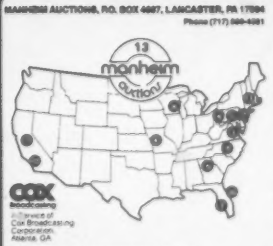

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4 KANSAS CITY AUTO AUCTION, Kansas City, Mo. 64127 Sale Wednesday Phone 816/241-2614
5 LAKELAND AUTO AUCTION, Lutsteed, Fla. 33802 Sale Wednesday Phone 813/984-1551
6 ATLANTA AUTO AUCTION, Red Oak, Ga. 30272 Sale Thursday Phone 404/762-9211
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10 FLORIDA AUTO AUCTION OF ORLANDO, Dixie, Fla. 32761 Sale Tuesday Phone 305/365-6200
11 FRESNO AUTO DEALERS AUCTION, Fresno, Calif. 93706 Sale Thursday Phone 209/268-3051
12 CALIFORNIA AUTO DEALERS EXCHANGE, Anaheim, Calif. 92803 Sale Wednesday Phone 714/999-2400
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With doubled market share

Vauxhall seeks return to black ink

Continued from Page 9

in the U. S., the target looks a tall order. He seems undeterred.

In the first half of this year GM's slice of the UK new-car market — including Opels and U. S.-made models — was 8.8 percent. The new front-drive Cavalier will boost that a bit, adding 1.5 percentage points to the old model's 2.5 percent.

The introduction of the Astra (Kadett) into Ellesmere Port this November will help ease the supply problems on this small economy model. Like other cars in the class—new Escort and Golf — demand for the Kadett outstrips capacity.

• But the major boost will come with the introduction in early 1983 of the Spanish-made S-car. GM has no competitor in this small front-drive sector, and Bagshaw reckons the model will add 3 percentage points to his market share.

It is a big segment in the UK, amounting to nearly a quarter of all sales. The top two sellers, the Ford Fiesta and BL Metro, alone account for 15 percent of all new-car sales.

Vauxhall recently decided to merge its 581 Vauxhall and 220 Opel dealers. It now has 654 dualled Vauxhall-Opel dealers.

According to Bagshaw, "Let me make it clear that Opels will continue to be sold alongside Vauxhalls.

"While the Vauxhall name retains its substantial following, particularly among pro-British fleet operators, around half the new-car buyers in this country are choosing imported cars and our dealers, with the GM franchise, can meet both needs."

The unofficial theory, however, is that Vauxhalls will be represented by the cheaper Astra and Cavalier ranges, while Opels will take a more up-market, expensive role.

European J-cars reach market months after U. S.

Continued from Page 9

drive has liberated more space for passengers and luggage, it has not resulted in a reduction in weight. The new range weights are in the order of 2,076 to 2,302 pounds, compared with 1,973 to 2,138 pounds for the old models.

By way of example, a rear-drive 1.3 weighed 2,017 pounds, compared with 2,116 pounds for a front-drive 1.3.

• Russelsheim-made Asconas will benefit from the recent completion of the new $195-million paint plant.

Opel describes it as one of the most modern of its type anywhere in the automobile industry.

Its size has turned it into one of the direction-finding aids used by pilots on their approach to nearby Frankfurt airport. Not that sharp eyes are needed to spot it, as it covers an area of 1,300 feet by 260 feet.

The system used in the paint shop is cathodic electrocoating, said to provide a very high quality prime coating.

PRODUCTION OVERSEAS

FRANCE

Cars

	6 mos., 1981	6 mos., 1980
Peugeot SA	668,094	836,144
Citroen	284,904	313,577
Peugeot	283,392	347,785
Talbot	99,798	174,782
Renault	697,057	823,428
Total	1,365,151	1,659,572

Trucks, buses

CBM	44	55
Peugeot SA	94,059	114,688
Citroen	26,527	25,624
Peugeot	60,808	73,561
Talbot	6,724	15,503
Renault	124,741	113,123
Renault	101,063	83,187
RVI	23,678	29,936
Sovam	68	69
Unic	5,851	10,331
Total	224,765	238,266
Total vehicles	1,589,914	1,897,838

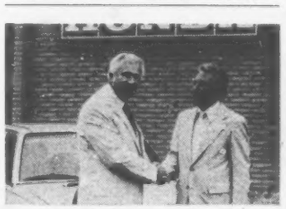
JAPAN

Cars

	5 mos., 1981	5 mos., 1980
Diahatsu	69,031	65,102
Fuji	75,950	81,316
Honda	364,573	326,630
Isuzu	51,631	42,435
Mitsubishi	257,621	249,216
Nissan	749,786	780,025
Suzuki	38,003	30,614
Toyo Kogyo	342,736	278,942
Toyota	968,523	996,749
Total	2,917,854	2,851,029

Trucks, buses

Daihatsu	133,559	109,318
Fuji	107,266	86,587
Hino	29,237	32,307
Honda	60,070	42,065
Isuzu	140,054	157,199
Mitsubishi	180,054	174,056
Nissan	294,752	288,821
Nissan Diesel	17,406	19,485
Suzuki	180,066	135,683
Toyo Kogyo	142,360	156,961
Toyoto	427,115	431,601
Others	319	333
Total	1,715,298	1,634,416
Total vehicles	4,633,152	4,485,445



Honda for Burger

Had Burger, left, is congratulated on the opening of his new Lompoc Honda dealership, Lompoc, Calif., by Cliff Schmillen, vice president, national manager of sales, American Honda Motor Car Co.

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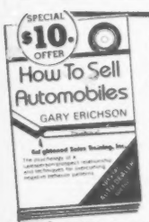

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ABOUT THE AUTHOR: Gary Erichson was an award winning auto salesman, sales manager, dealer, and is the creator of the LEAD (selling) SYSTEM. He is currently the President of Enlightened Sales Training, Inc., where he markets the LEAD SYSTEM and conducts a school and placement service for persons interested in becoming auto salespeople.

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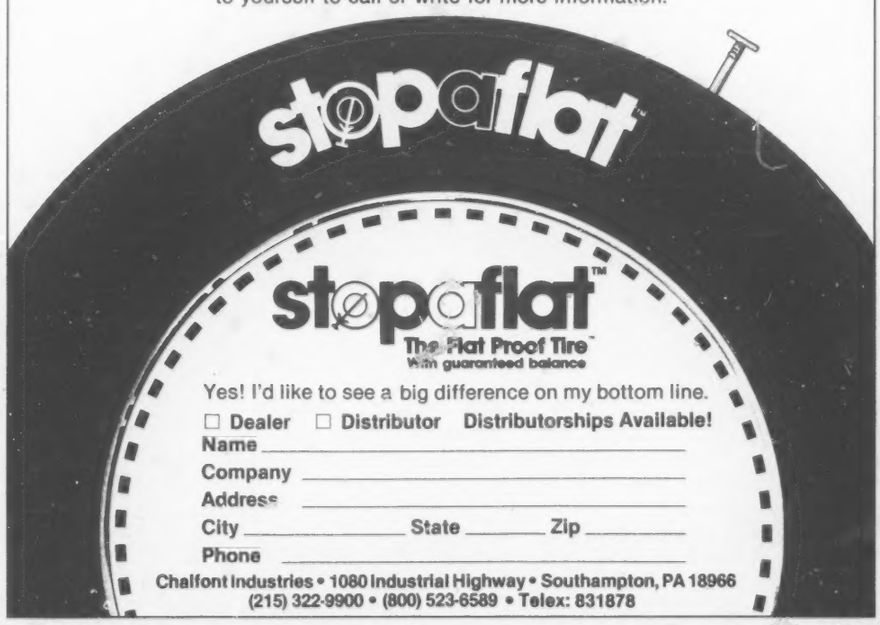

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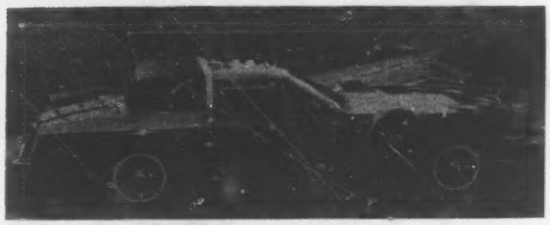

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	JUNE					SIX MONTHS				
	Regis., June, 1981	Percent Share of Market	Regis., June, 1980	Percent Share of Market	Pct. Pt. Change '81 vs. '80	Regis., 6 mos., 1981	Percent Share of Market	Regis., 6 mos., 1980	Percent Share of Market	Pct. Pt. Change '81 vs. '80
Toyota	54,857	24.65	45,810	22.97	+ 1.68	309,427	24.28	293,524	23.38	— 0.90
Datsun	40,463	18.19	42,400	21.26	— 3.06	230,659	18.10	266,349	21.21	— 3.11
Honda	32,099	14.43	29,598	14.84	— 0.41	194,070	15.23	173,680	13.83	+ 1.40
Volkswagen	21,444	9.64	21,519	10.79	— 1.15	118,640	9.31	124,610	9.93	— 0.62
Mazda	16,025	7.20	12,646	6.34	+ 0.86	93,811	7.36	75,385	6.00	+ 1.36
Subaru	12,972	5.83	10,880	5.46	+ 0.37	69,774	5.48	59,507	4.74	+ 0.74
Volvo	6,633	2.98	3,790	1.90	+ 1.45	31,917	2.51	.....	.....	.....
Mercedes	5,618	2.52	3,794	1.90	+ 0.62	29,911	2.35	24,766	1.97	+ 0.38
Audi	4,875	2.19	.....	.....	.....	28,383	2.23	35,970	2.87	— 0.64
BMW	3,941	1.77	.....	.....	.....	22,463	1.76	.....	.....	.....
Fiesta	.....	.....	4,990	2.50	.....	.....	.....	33,269	2.65	.....
Arrow	.....	.....	4,273	2.15	.....	.....	.....	30,792	2.45	.....
All Others	23,581	10.60	19,713	9.89	+ 0.71	145,116	11.39	137,756	10.97	+ 0.42
TOTAL	222,508		199,413			1,274,171		1,255,611		
Share of U. S. Total		29.77		29.50	+ 0.27		29.02		28.21	+ 0.81

Registrations for Oklahoma not available.

Import registrations soar to a peak

By Richard A. Wright
Assistant Managing Editor

Registrations of new imported cars in June set a record for that month, the third monthly high mark in the first half, according to figures compiled by R. L. Polk & Co.

June import registrations totaled 222,508, up 11.58 percent from 199,413 in June last year. The June figure topped the previous record for the month, which was 212,026, set in June, 1979.

Imports took 29.77 percent of total June registrations in the U. S., down from the preceding month's 30.58 percent, highest for any month in history. A year ago, imports took 29.50 percent of June registrations.

Import registrations for the first half totaled 1,274,171, up 0.81 percent from 1,255,611 last year. It was the first time that year-to-date total has pulled ahead of last year.

Imports accounted for 29.02 percent of total U. S. registrations in the first half, compared with 28.21 percent last year.

• Of the top 10 imports in June registrations, front-running Toyota logged the biggest gain in market share compared with the year-ago month, while second-place Datsun was the biggest loser.

Toyota took 24.65 percent of import registrations, up 1.68 percentage points from a year earlier, while Datsun accounted for 18.19 percent, down 3.07 points.

Other makes gaining in market share were Volvo, up 1.45 points to 2.98 percent; Mazda, up 0.86 of a point to 7.20 percent; Mercedes-Benz, up 0.62 of a point to 2.52 percent, and Subaru, up 0.37 of a point to 5.83 percent.

Other losers were Volkswagen, down 1.15 points to 9.64 percent, and Honda, off 0.41 of a point to 14.43.

The top 10 imports accounted for 89.40 percent of the June import total, compared with 90.11 percent a year earlier. In the first half, the top 10 accounted for 88.61 percent, compared with 89.03 percent last year.

Japanese nameplates accounted for 74.16 percent of import registrations in June, down from 75.65 percent a year earlier.

Registrations by country of origin in June were:

	June, 1981	June, 1980
Japan	165,007	150,852
West Germany	39,758	36,442
Sweden	7,755	4,552
France	4,038	2,800
Italy	3,741	2,734
United Kingdom	2,204	2,041
Ulster	5	0

Registrations by country of origin for the first half were:

	6 mos., 1981	6 mos., 1980
Japan	958,914	944,431
West Germany	223,167	227,307
Sweden	38,916	30,435
France	23,040	17,733
Italy	19,651	24,048
United Kingdom	10,477	11,657
Ulster	6	0

Registrations of imported trucks in June totaled 41,485, up 4.87 percent from 39,559 a year earlier. Registrations of imported trucks in June were:

	June, 1981	June, 1980
Toyota	11,014	10,290
Datsun	9,482	8,641
Ford Courier	5,158	5,409
Chevrolet LUV	5,021	5,551
Others	10,810	9,668
TOTAL	41,485	39,559

The truck import total for the first half of 1981 was 243,575, down 9.02 percent from 267,717 in the first six months of 1980. Registrations of imported trucks in the first half were:

	6 mos., 1981	6 mos., 1980
Toyota	59,445	69,125
Datsun	55,019	54,892
Chevrolet LUV	37,569	44,408
Ford Courier	33,856	38,880
Others	57,686	60,412
TOTAL	243,575	267,717

Buick dealers score high following All Star Game

CLEVELAND. — For Greater Cleveland Buick dealers, there was an All Star ending to the baseball strike that gave its 10 participating dealers a promotion showcase for the sale of 150 official courtesy cars.

The dealers in Buick's advertising group welcomed the opportunity to take over official status for their cars for the National League-Americacn League All Star Game originally scheduled for July 14 in Cleveland.

They did not suspect the event would be postponed by a long strike, followed by a sudden decision to play which would give them but 48 hours to do their thing. The game was finally played Aug. 9.

"It took us two months to put the July 14 package together," said William Veselick, Buick zone manager. "We would supply the cars and do the necessary paperwork; ball club officials would furnish the drivers and make sure the baseball greats would have transportation.

"We thought the strike, after it started, would end soon," Veselick said, "and so we maintained the fleet. However, by Aug. 4, we saw no end in sight and decided to recall all the cars. Almost the next day the strike was settled and we had to return the cars and get our plan back into operation."

Both ventures had happy endings: The All Star Game was a success and the sale of the 150 official courtesy cars went well, Veselick said. An advertising campaign with billboards, TV and newspapers helped promote the products.

"We would do it again if we had the opportunity," Veselick said. "Strike or no strike in baseball, regardless of the problems, it was a great promotional event."

Buick dealers also were involved with the World Series of Golf in Akron, supplying 50 cars to participating golfers. Buick provided another 50 cars at Firestone headquarters.

Jill Green in business

Jill A. Green signs an agreement with Chevrolet making her dealer-operator of Jill Green Chevrolet-Buick, Inc., Metamora, Ill. James F. McDonald, Peoria zone manager, is witness. Her father, Ray Green, owns Green Chevrolet, Inc., Danville, Ill., and her sister and brother-in-law manage Ray Green Chevrolet, Inc., Jacksonville, Ill.

Waldrep appointed

RED OAK, Ga. — Warren H. Waldrep has been appointed director of fleet services at the Atlanta Auto Auction. He has been with the auction for 11 years.

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Automotive News

Production schedules call for 467,356 cars

September target lowest since 1961

U. S. auto makers have targeted production of 467,356 cars during September, the lowest forecast for that month in 20 years and an indication the companies don't expect a sales upswing in the near future.

The September forecast is the lowest for the month since September, 1961, when the companies built 355,202 cars. If it comes in as planned, September production will be the lowest monthly output since January of this year when the total was 462,284 cars.

The company breakdown for September output is General Motors, 253,000 cars; Ford Motor, 131,000; Chrysler Corp., 63,000; American Motors, 14,000; Volkswagen of America, 6,016, and Checker Motors, 340.

Both VW's and Ford's September targets are up from actual production during September, 1980 — increases of 121.42 percent for VW and 7.21 percent for Ford. GM is planning the largest drop for the month, down 25.93 percent from the 341,553 cars built during September, 1980.

Domestic auto production rose 2.36 percent last week, mainly because of a slight increase in GM output. The makers slated output of 107,071 cars, up from the 104,600 built the previous week and a 12.36-percent gain from the 95,288 of the comparable 1980 week.

GM's Leeds, Framingham, Doraville, Fremont, Van Nuys, Norwood, Linden and Janesville plants remained down last week for model changeover, but the Cadillac Detroit home plant reopened on a one-shift basis, helping boost the week-to-week GM tally.

Ford Motor's Dearborn plant was down last week for inventory adjustment. It will reopen Sept. 8.

American Motors reported all plants open last week. They will also be open this week, the company said.

All Chrysler plants were reported open last week. A spokesman said all plants would work this week, also.

The first production model 1982 Chrysler LeBarons and Dodge 400s will come off the St. Louis assembly line Sept. 9. Chairman Lee Iacocca will lead a parade of other dignitaries in driving one of the first models off the assembly line there. The plant will operate on one-shift, building two-door versions of the new front-drive cars. Chrysler spent more than $75 million converting the St. Louis assembly plant, which has been closed since July 31.

No overtime was reported last week. All plants will be closed today (Sept. 7) for the Labor Day holiday.

VW continued its combined model changeover/inventory adjustment downtime last week at the Westmoreland plant. The assembly point closed Aug. 28 and will remain down until Sept. 21.

Checker last week announced that it has cut production from 25 to 20 units per day and will suspend assembly operations this week (Sept. 8 to 11) to balance inventories.

Breakdown for last week's production was: GM, 58.16 percent; Ford, 24.87; Chrysler, 14.01; AMC, 2.94, and Checker, .02.

Year-to-date, the domestic makers have built 4,604,227 cars, up 1.42 percent from the 4,269,433 assembled during the equivalent period last year.

Truck production exceeds 25,000; GM Chrysler up

Despite six plant closures, a substantial rebound in both General Motors and Chrysler Corp. output boosted truck production 27.93 percent last week.

The makers planned output of 25,148 units last week, up from the 19,657 assembled the previous week and a whopping 36.90-percent boost from the 18,369 built during the comparable week last year.

Ford Motor's Norfolk and Twin Cities truck plants continued model-changeover downtime last week. Those plants closed Aug. 24. Volkswagen of America's Westmoreland (Pa.) plant closed Aug. 28 and will remain down until Sept. 21 for combined model changeover and inventory adjustment.

GM reopened its St. Louis assembly plant Aug. 31 after a month of model-changeover downtime. GM's Janesville plant also reopened after a month of changeover downtime but it, as well as plants No. 1 and No. 2 at Flint, were forced to close Sept. 3 because of a shortage of transmissions for '82 trucks. Janesville and the Flint lines will reopen Sept. 14, according to a GM spokesman.

GM also closed its Lordstown (O.) van plant last week for model changeover.

Chrysler Corp.'s Warren truck plant reopened last week after a one-week work stoppage to balance high inventories.

No overtime was scheduled last week.

Year-to-date, the truck builders have assembled 1,165,570 units, up 13.61 percent from the 1,025,889 built during the comparable period last year.

Dealer fined for high level of CO in shop

GREENSBORO, N.C.. — Bob Dunn Ford, Inc., of Greensboro, has been ordered to pay a $1,180 fine for allegedly exposing service workers to higher than allowable levels of carbon monoxide.

Dunn was cited by North Carolina Occupational, Safety and Health Administration inspectors in 1977, but appealed the finding.

The final decision was filed recently in Guilford County Superior Court.

The dealership was accused of failing to use feasible engineering controls to lower levels of carbon monoxide.

Ford downtime cuts Canadian auto production

Canadian auto production dropped 21.25 percent last week as Ford Motor Co. began an inventory adjustment downtime period at its St. Thomas plant.

The Canadian manufacturers scheduled output of 12,620 cars, down 21.25 percent from the 16,026 assembled the previous week and a 4.86-percent dip from the 13,928 built during the comparable 1980 week.

Ford's St. Thomas plant closed Aug. 31 and will remain down until Sept. 14. It then will work one week and close the next week, returning Sept. 28. The plant builds EXP and LN7, and will begin building the five-door Escort/Lynx Oct. 13.

General Motors increased production slightly last week, a result of the reopening of Oshawa No. 1 car point, which had been down for changeover since July 16. Oshawa's No. 2 line, however, will remain down until Nov. 9 for extensive changeover to build front-wheel-drive cars.

American Motors announced that it will add a second shift Oct. 17 to its Brampton (Ont.) plant, boosting production from 720 to 960 units per week. The plant will hire an additional 500 workers.

U. S. CAR PRODUCTION

	Week Ended Sept. 5, 1981	Week Ended Sept. 6, 1980	Week Ended Aug. 29, 1981	Aug. Est.	Jan. 1 to Sept. 6, 1980	Jan. 1 to Sept. 5, 1981
AMERICAN MOTORS	3,150*	3,571*	3,150*	4,921	117,592*	92,722
AMX	.....	.....	.....	.....	.....	.....
Spirit	.....	.....	.....	.....	.....	.....
Concord	.....	.....	.....	.....	.....	.....
Eagle	.....	.....	.....	.....	.....	.....
Pacer	.....	.....	.....	.....	.....	.....
CHRYSLER CORP.	15,000	10,535	14,673	40,877	399,257	557,692
Plymouth Total	8,700	4,485	7,730	21,131	181,435	290,111
Horizon	3,200	3,375	3,110	10,777	109,224	112,300
Reliant	5,500	860	4,620	10,354	2,489	168,224
Volare	.....	.....	.....	.....	51,740	.....
Caravelle	.....	100	.....	.....	4,521	2,139
Gran Fury	.....	150	.....	.....	13,461	7,448
Chrysler Total	.....	1,650	.....	.....	53,593	22,098
LeBaron	.....	1,250	.....	.....	41,677	17,236
Chrysler	.....	400	.....	.....	11,916	4,862
Dodge Total	6,300	4,400	6,943	19,746	164,229	245,483
Omni	2,600	2,700	2,770	10,723	936,689	96,984
Aspen	.....	.....	.....	.....	36,899	.....
Aries	3,700	750	4,173	9,023	2,243	132,173
Diplomat	.....	700	.....	.....	20,424	12,644
St. Regis	.....	250	.....	.....	10,974	3,682
FORD MOTOR	26,624	21,425	26,493	110,450	825,666	957,462
Ford Division	17,732	14,036	17,806	74,899	599,297	653,196
Escort	8,149	2,768	9,135	31,656	6,321	248,491
Pinto	.....	.....	.....	.....	68,179	.....
Fairmont	629	2,206	3,573	12,189	159,481	133,633
Must./Must. II	4,159	4,134	.....	15,289	166,602	116,573
Granada	3,186	1,736	3,444	9,571	56,201	63,447
Thunderbird	1,609	1,846	1,654	6,194	81,478	50,166
Ford	.....	1,346	.....	.....	61,035	40,886
L-M Division	8,892	7,389	8,687	35,551	226,369	304,266
Mercury Total	7,937	6,075	7,641	31,650	199,141	264,087
Bobcat	.....	.....	.....	.....	12,445	.....
Lynx	2,835	958	2,865	11,407	2,028	86,547
Capri	1,293	1,421	.....	4,412	49,535	40,048
Zephyr	132	766	1,034	3,373	51,755	40,508
Cougar/Monarch	1,507	.....	1,283	3,859	16,409	31,312
XR-7	855	1,902	1,165	3,273	32,443	23,101
Mercury	1,315	1,028	1,294	5,326	34,526	42,571
Lincoln Total	955	1,314	1,046	3,901	27,228	40,179
Continental ('82)	136	.....	232	423	.....	615
Lincoln	409	593	402	1,664	11,144	19,301
Mark VI	410	721	412	1,814	14,223	20,263
Versailles	.....	.....	.....	.....	1,861	.....
GENERAL MOTORS	62,272	59,670	56,794	227,499	2,782,747	2,873,019
Buick Division	13,280	9,674	13,599	64,970	533,811	623,315
Skylark	2,591	2,992	3,703	22,419	153,396	188,066
Skyhawk J	.....	.....	.....	.....	.....	.....
Century	.....	1,812	.....	.....	114,435	86,881
Regal	5,483	2,106	5,643	27,375	137,328	185,251
Buick	3,934	2,084	3,833	14,430	99,598	115,562
Riviera	1,272	680	420	746	29,054	47,555
Cadillac Division	4,189	3,120	1,539	5,766	131,817	180,546
Cimarron	1,000	.....	944	4,423	.....	14,200
Seville	500	710	199	324	22,613	16,640
Eldorado	1,087	964	396	699	35,087	41,643
Cadillac	1,602	1,446	.....	320	74,117	108,063
Chevrolet Division	23,000	30,138	22,801	100,303	1,200,987	1,075,575
Chevette	7,100	8,500	6,893	30,324	324,217	247,347
Cavalier	4,340	.....	4,168	19,752	.....	66,871
Monza ('80)	.....	3,100	.....	.....	118,346	.....
Camaro	.....	1,873	.....	.....	84,371	87,694
Citation	5,800	8,200	6,008	24,664	322,116	256,237
Malibu	2,490	2,465	2,949	7,839	173,062	172,297
Monte Carlo	2,670	2,770	2,603	6,363	66,690	100,708
Chevrolet	.....	2,430	.....	9,491	81,621	122,590
Corvette	600	800	180	1,870	30,564	21,831
Oldsmobile Division	11,239	8,947	11,731	21,867	524,336	618,691
Omega	.....	1,638	1,352	.....	81,104	109,277
Cutlass	4,800	3,215	4,729	13,270	264,626	289,557
Oldsmobile	5,656	3,728	5,380	8,202	152,795	189,004
Toronado	783	366	270	395	25,811	30,853
Pontiac Division	10,564	7,791	7,124	34,593	391,796	374,892
Acadian†	250	120	513	1,399	14,929	15,479
J2000	2,745	.....	1,060	11,307	.....	46,418
Sunbird ('80)	.....	.....	.....	.....	100,412	.....
T1000	2,363	.....	2,487	9,845	.....	59,828
Firebird	.....	1,107	.....	.....	54,627	43,468
Phoenix	1,926	2,049	1,776	8,009	98,968	82,066
Grand Prix	1,640	2,466	729	1,620	427,766	72,159
LeMans	.....	1,313	.....	.....	38,935	42,027
Pontiac	.....	736	.....	342	41,159	10,064
Bonneville G ('82)	1,640	.....	559	2,071	.....	3,383
VOLKSWAGEN	.....	.....	3,465	14,780	142,169	121,813
CHECKER	25*	87*	25*	130	2,002*	1,519
Total Cars, U. S.	107,071	95,288	104,600	398,657	4,269,433	4,604,227

CANADIAN CAR PRODUCTION

	Week Ended Sept. 5, 1981	Week Ended Sept. 6, 1980	Week Ended Aug. 29, 1981	Aug. Est.	Jan. 1 to Sept. 6, 1980	Jan. 1 to Sept. 5, 1981
AMERICAN MOTORS	730	.....	850	1,811	.....	23,067
CHRYSLER CORP.	2,640	1,920	3,003	7,353	46,542	39,380
FORD MOTOR	3,832	4,928	6,964	22,236	177,096	159,690
GENERAL MOTORS	5,193	6,900	4,984	12,066	327,767	348,139
VOLVO	225	180	225	270	6,783	7,005
Total Cars, Canada	12,620	13,928	16,026	43,736	558,188	577,281
N. American Cars	119,691	109,216	120,626	442,393	4,827,621	5,181,508
N. American Trucks	36,612	27,773	29,967	120,237	1,365,302	1,524,160
North American Cars and Trucks	156,303	136,989	150,593	562,630	6,192,923	6,705,668

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.

Year-to-date, the Canadian auto makers have built 577,281 cars, up 3.42 percent from the 558,188 assembled during the equivalent period last year.

Canadian truck makers built 11,464 units last week, up 11.19 percent from the 10,310 assembled the previous week and a 21.90-percent increase from the 9,404 built during the comparable 1980 week.

TRUCK PRODUCTION IN U. S.†

	Week Ended Sept. 5, 1981	Week Ended Sept. 6, 1980	Week Ended Aug. 29, 1981	Aug. Est.	Jan. 1 to Sept. 6, 1980	Jan. 1 to Sept. 5, 1981
CHEVROLET	8,305	1,230	1,595	6,177	296,899	344,298
DODGE/PLYMOUTH	2,100	1,500	24	7,656	90,075	67,258
FORD	6,275	9,029	10,376	44,536	364,037	431,268
GMC	3,403	1,832	1,699	5,228	107,033	121,273
INTERNATIONAL	1,615	1,692	1,596	6,715	41,971	51,491
MACK	.....	315	.....	.....	16,416	.....
JEEP	2,000*	1,905*	2,000*	8,422	55,295*	70,188
AMC CORP.	50*	238*	50*	210	6,527*	2,836
VOLKSWAGEN	1,400*	628*	1,400*	5,880	27,453*	45,920
MISCELLANEOUS	.....	.....	917	3,869	20,183	31,038
Total Trucks, U. S.	25,148	18,369	19,657	88,693	1,025,889	1,165,570

CANADIAN TRUCK PRODUCTION

	Week Ended Sept. 5, 1981	Week Ended Sept. 6, 1980	Week Ended Aug. 29, 1981	Aug. Est.	Jan. 1 to Sept. 6, 1980	Jan. 1 to Sept. 5, 1981
CHRYSLER CORP.	2,000	1,280	2,105	9,190	30,885	57,067
FORD MOTOR	2,884	3,312	2,628	9,109	120,416	101,808
GENERAL MOTORS	6,320	4,392	5,311	12,189	163,327	191,787
AMERICAN MOTORS	.....	.....	.....	.....	11,644	.....
INTERNATIONAL	260	380	266	1,056	11,590	7,928
MACK	.....	40	.....	.....	1,551	.....
Total Trucks, Canada	11,464	9,404	10,310	31,544	339,413	358,590
N. American Trucks	36,612	27,773	29,967	120,237	1,365,302	1,524,160

†—Now includes window van production. *—Estimated.

Jeep includes commercial vehicles only. AM General includes government-destined vehicles. AM General will no longer be figured in with North American trucks.